For Online Publication

SUPPLEMENTARY APPENDIX: Experimental Instructions

Social Preferences of Ex-Combatants: Survey and Experimental Evidence from Postwar Tajikistan

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INDIVIDUAL GAME SCRIPT FOR ADULTS

Short introduction and Welcome Announcement

Hi! Thank you for being here today!

Thank you for agreeing to participate in this study that concerns the economics of decision making. Your participation in this study is voluntary. However, we think you will find this interesting. You could make a considerable amount of additional money in addition to the participation fee you are about to receive. The amount of money that you will go home with depends partly on your choices in the activities that follow and partly on luck. You should understand that this is not our own money. It is money given to us by our university to use to do a research study. This study may take about 2 hours, so if you think you will not be able to stay that long without leaving please let us know now.

Before we proceed any further, let me stress something that is very important. Many of you were invited here without understanding very much about what we are planning to do today. If at any time you find that this is something that you do not wish to participate in for any reason, you are of course free to leave whether we have started the task or not and the initial fee in yours to keep.

If you have heard about a task that has been done here in the past you should try to forget everything that you have been told. This is a completely different task. We are about to begin the task. It is important that you listen as carefully as possible, because only people who understand the task will actually be able to participate in it. We will run through many examples. To be sure that you understand how to do it, each of you will have a chance to ask questions in private with one of us by raising your hand.

This study will consist of 6 activities and a final survey. For each of the activities you will be asked to make one decision. At the end, we will randomly select one of these 6 tasks to be the one that is actually paid. We will select it by throwing a 6-sided die *(it is extremely important that the subjects are familiar with the randomization device we use. If they don't know it, they won't believe is random, we have lost control).* After all the tasks are done, we will ask you to participate in a survey. After the survey, we will choose the task that will be paid. We will then ask you to step aside for a moment and then call you back in, one at a time, to pay you in private.

You will be given instructions and practice opportunities for the tasks today. We will read through the instructions together. The instructions are simple and you will benefit from following them carefully. Thank you for participation!

(If it is a problem: Please make sure your mobile phones are turned off to avoid interruptions during the meeting!)

Before we begin there are several rules we would like you to keep in mind:

1. First, you should not talk with one another or look at anyone else's work.
2. Second, please listen to all instructions that I give you. This is very important. If you follow the instructions carefully you might make a considerable sum of money.
3. Third, we will be handing out many different forms to you. Please do not begin filling out or looking at those forms until I ask you to do so.
4. Finally, you just received a card with a RANDOM number on it. Please turn it upside down. Do not show that number to anyone else except myself or one of my assistants.

IN-GROUP/OUT-GROUP TREATMENT APPLIES TO ALL GAMES (DICTATOR< ULTIMATUM AND TRUST)

[These are adults. Picture of own/other village might complicate things if adults recognize a distant one or if they form believes about that village being wealthier/poorer. Instead of pictures we will put a hand written rough map of the country on a white board. If IN-GROUP we show where their village approximately is. If OUT-GROUP we are going to draw a circle around the village and say that that other village can be located anywhere around that circle.]

Explanation of the game (IN-GROUP TREATMENT)

Here is a map of your country. Here is where your village is. Can you recognize it?

Check that the adult recognizes that the dot on the map is roughly where his/her village is.
Yeah, that's right, that's your village! *[Sounds silly, but we need to stress it!]*

Explanation of the game (OUT-GROUP TREATMENT)

Here is a map of your country. Here is where your village is. Can you recognize it? Now we are drawing a large circle around it. On this circle that are potentially many villages, they are all really far from here.
Check that the adult recognizes that the dot on the map is roughly where his/her village is and understand that there are potentially many villages on the circle.
Yeah, that's right, that's your village, and those are all different villages very distant from here! *[Sounds silly, but we need to stress it!]*

TASK 1-2 (DICTATOR GAME)

[NEVER CALL IT A GAME IN FRONT OF THE SUBJECTS]
Okay! This task is for pairs of individuals. Each pair is made up of a Person 1 and a Person 2. Each of you will participate in this task with someone *(not)* from this village. Remember, none of you will know with whom you are matched with. Only one of us will know who is matched with whom, but she/he will never tell anyone.

In this task, Person 1 must decide how to divide 40 Somoni between him or herself and Person 2. Person 1 must allocate between 0 and the total 40 Somoni to Person 2. Person 2 takes home whatever Person 1 allocates to her/him, and Person 1 takes home whatever he or she does not allocate to Person 2.

We will now go through 5 examples to show you how the decision of Person 1 affects what Person 1 and Person 2 might be paid *[experimenter shows these allocations putting the money in the correct envelops]*:

1) Here are the 40 Somoni. Imagine that Person 1 chooses to allocate 40 Somoni to Person 2. Then, Person 2 will go home with 40 Somoni and Person 1 will go home with 0 Somoni (40 minus 40 equals 0).

2) Here is another example. Imagine that Person 1 chooses to allocate 0 Somoni to Person 2. Then, Person 2 will go home with 0 Somoni and Person 1 will go home with 40 Somoni (40 minus 0 equals 40).

3) Here is another example. Imagine that Person 1 chooses to allocate 20 Somoni to Person 2. Then, Person 2 will go home with 20 Somoni and Person 1 will go home with 20 Somoni (40 minus 20 equals 20).

4) Here is another example. Imagine that Person 1 chooses to allocate 10 Somoni to Person 2. Then, Person 2 will go home with 10 Somoni and Person 1 will go home with 30 Somoni (40 minus 10 equals 30).

5) Here is another example. Imagine that Person 1 chooses to allocate 30 Somoni to Person 2. Then, Person 2 will go home with 30 Somoni and Person 1 will go home with 10 Somoni (40 minus 30 equals 10).

Ask the following:
Do you have any questions? …

Short quiz:

1) So if you are Person 1 and choose to allocate 10 Somoni to Person 2, how much money are you going to go home with? How much money will Person 2 go home with?
2) So if you are Person 1 and choose to allocate 30 Somoni to Person 2, how much money are you going to go home with? How much money will Person 2 go home with?

We are about to start, remember, if anyone talks about this task we will have to stop the

session.

Pass out experimental form.

Please write your RANDOM number at the top of the page.

Please look at the chart below. One column has SEND TO PERSON 2 written on it and the other has KEEP FOR YOURSELF written on it.

For this first task you are deciding as Person 1. Please make your decision by circling the amount you want to KEEP FOR YOURSELF and the amount you wish to SEND TO PERSON 2. Remember that person 2 is someone from (Your TOWN/VILLAGE or NOT your TOWN/VILLAGE)

After everyone is done we will start another activity/task. If this task is the task that gets randomly chosen we will pay you according to your earning in this task after we finish all the tasks of today's session.

If we roll the die and It lands on 1, you will be paid as Person 1. If we roll the die and it lands on 2, you will be paid as Person 2.

Another experimenter comes in and collects the forms.

ID……

YOU ARE: PERSON 1	
YOU SEND TO PERSON 2	YOU KEEP FOR YOURSELF
0	40
10	30
20	20
30	10
40	0

TASK 3 & 4 *(ULTIMATUM GAME Proposer & Receiver)*

[NEVER CALL IT A GAME IN FRONT OF THE SUBJECTS]

We are now ready to begin a second task. Let me remind you that if you have any questions you can ask them in private by raising your hand. One of us will come and answer to your question. This is NOT the same task that you just participated in, so be sure to listen to the instructions carefully.

This new task is conducted by pairs of individuals. Each pair is made up of a Proposer and a Receiver. Each of you will partake in this task with someone *(not)* from this village, but it will not be the same person you were matched with in the task before. As before, none of you will know exactly with whom you are matched. Only the researcher knows who is matched with whom and she/he will never tell anyone.

Proposer must decide how to divide 40 Somoni between him or herself and Receiver. Proposer may offer between 0 and 40 Somoni (the total) to Receiver. Proposer then has to wait while his or her offer is presented to Receiver. Before hearing the offer made to them by Proposer, Receiver has to state whether he or she would accept or reject each of the possible offers between 0 and 40 Somoni that Proposer could have made. If Receiver has stated that he or she would accept Proposer's offer, then Receiver gets the amount of the offer and Proposer gets the remainder. If Receiver has stated that he or she would reject Proposer's offer, then neither Player receives any money from this task.

We will now go through some examples to show you how the decisions of Proposer and Receiver determine the payments:

1) Here is the first example. Imagine that Proposer offers 10 Somoni to Receiver. Now, before hearing about this, Receiver has stated that he would reject an offer of 10 Somoni from Proposer. Receiver has also stated whether he would accept or reject all the other possible offers that Proposer might have made, but we will not worry about that now. Because Receiver said he would reject 10 Somoni, Proposer goes home with nothing and Receiver goes home with nothing.

2) Here is another example. Imagine that Proposer offers 10 Somoni to Receiver. Now, before hearing about this, Receiver has stated that he would accept an offer of 10 Somoni from Proposer. Receiver has also stated whether he would accept or reject all the other possible offers that Proposer might have made, but we will not worry about that now. In this case, Proposer goes home with 30 Somoni (40 minus 10 equals 30) and Receiver goes home 10 Somoni.

3) Here is another example. Imagine that Proposer offers 20 Somoni to Receiver. Now, before hearing about this, Receiver has stated that he would accept an offer of 20 Somoni from Proposer. Receiver has also stated whether he would accept or reject all the other possible offers that Proposer might have made, but we will not worry about that now. Because Receiver said he would accept this offer, Proposer goes home with 20 Somoni (40 minus 20 equals 20), and Receiver goes home with 20 Somoni.

4) Here is another example. Imagine that Proposer offers 20 Somoni to Receiver. But now,

before hearing about this, Receiver has stated that he would reject an offer of 20 Somoni from Proposer. Receiver also stated whether he would accept or reject each of the other possible offers that Proposer could have made, but we will not worry about that now. In this case, Proposer goes home with nothing, and Receiver also goes home with nothing.

5) Here is another example. Imagine that Proposer offers 0 Somoni to Receiver. Now, before hearing about this, Receiver has stated that he would reject an offer of 0 Somoni from Proposer. Receiver has also stated whether he would accept or reject all the other possible offers that Proposer could have made, but we will not worry about that now. Because Receiver said he would reject an offer of 0 Somoni from Proposer, Proposer goes home with nothing and Receiver goes home with nothing.

6) Here is another example. Imagine that Proposer offers 0 Somoni to Receiver. Now, before hearing about this, Receiver has stated that he would accept an offer of 0 Somoni from Proposer. Receiver has also stated whether he would accept or reject all the other possible offers that Proposer could have made, but we will not worry about that now. Because Receiver said he would accept an offer of 0 Somoni from Proposer, Proposer goes home with 40 Somoni and Receiver goes home with nothing.

7) Here is another example. Imagine that Proposer offers 40 Somoni to Receiver. Now, before hearing about this, Receiver has stated that he would accept an offer of 40 Somoni from Proposer. Receiver has also stated whether he would accept or reject all the other possible offers that Proposer could have made, but we will not worry about that now. Because Receiver said he would accept an offer of 40 Somoni from Proposer, Proposer goes home with nothing and Receiver goes home with 40 Somoni.

8) Here is another example. Imagine that Proposer offers 40 Somoni to Receiver. Now, before hearing about this, Receiver has stated that he would reject an offer of 40 Somoni from Proposer. Receiver has also stated whether he would accept or reject all the other possible offers that Proposer could have made, but we will not worry about that now. Because Receiver said he would reject an offer of 40 Somoni from Proposer, Proposer goes home with nothing and Receiver goes home with nothing.

Ask the following:
Do you have any questions? …

Short quiz:

1) Suppose that Proposer offers 20 Somoni to Receiver and that, before hearing about this, Receiver has stated that he would accept an offer of this amount. In this case, how much will Proposer go home with? [20] And how much will Receiver go home with? [20].

2) And what if, before hearing about this, Receiver has stated that he would reject an offer of this amount. In this case, how much will Proposer go home with? [nothing] And how much will Receiver go home with? [nothing]

3) Now try this one. Suppose that Proposer offers 10 Somoni to Receiver and that, before hearing about this, Receiver has stated that he would accept an offer of this amount. In this case, how much will Proposer go home with? [30] And how much will

Receiver will go home with? [10].

4) And what if, before hearing about this, Receiver has stated that he would reject an offer of this amount. In this case, how much will Proposer go home with? [nothing] And how much will Receiver go home with? [nothing]

We are about to start, remember, if anyone talks about this task we will have to stop the session.

Pass out experimental form.

Please write your RANDOM number at the top of the page.

Please look at the chart below. One column has OFFER to RECEIVER written on it and the other has KEEP FOR YOURSELF written on it.

For this task you are deciding as Proposer. Please make your decision by circling the amount you want to KEEP FOR YOURSELF and the amount you wish to OFFER TO THE RECEIVER. Remember that the Receiver is someone from (Your TOWN/VILLAGE or NOT your TOWN/VILLAGE)

After everyone is done we will start another activity/task. If this task is the task that gets randomly chosen we will pay you according to your earning in this task after we finish all the tasks of today's session.

If we roll the die and it lands on 3, you will be paid as the Proposer.

Another experimenter comes in and collects the form.

ID……

YOU ARE: PROPOSER	
YOU OFFER TO RECEIVER	YOU KEEP FOR YOURSELF (If Receiver accepts the deal)
0	40
10	30
20	20
30	10
40	0

For the next task you are deciding as Receiver.

You are a Receiver. In this task you will receive an offer from a Proposer from SAME (DISTANT) VILLAGE. Before you can see the offer, you must decide which of the following offers you would accept and which you would reject. If this task is the one randomly chosen at the end, these decisions will determine what you actually receive once we see what Proposer has offered you. Please note that you will not get a chance to change your mind.

Examples:

If Proposer offered you 40 Somoni and kept 0 for him/herself would you accept or reject?

If Proposer offered you 30 Somoni and kept 10 for him/herself would you accept or reject?

If Proposer offered you 20 Somoni and kept 20 for him/herself would you accept or reject?

If Proposer offered you 10 Somoni and kept 30 for him/herself would you accept or reject?

If Proposer offered you 0 Somoni and kept 40 for him/herself would you accept or reject?

Pass out experimental form.

Please write your RANDOM number at the top of the page.

Please look at the chart below. One column has PROPOSER written on it and the other has YOU:RECEIVER written on it.

For this task you are deciding as the Receiver. For each possible offer from the Proposer, you must decide whether to ACCEPT or REJECT the offer. Please make your decision by circling either ACCEPT or REJECT for each possible offer. Remember that the Proposer is someone from (Your TOWN/VILLAGE or NOT your TOWN/VILLAGE)

If this task is randomly chosen, we will show you what the Proposer offered you. You stated that you would accept/reject an offer of this amount. So, your winnings from this task will be according to Proposer offer and your rejection/acceptance decision.

If we roll the die and it lands on 4, you will be paid as the Receiver.

Another experimenter comes in and collects the form.

ID……

PROPOSER		YOU: RECEIVER	
OFFERS TO RECEIVER	KEEPS FOR HER/HIM SELF		
0	40	ACCEPT (You earn 0 Proposer earns 40)	REJECT (You earn 0 Proposer earns 0)
10	30	ACCEPT (You earn 10 Proposer earns 30)	REJECT (You earn 0 Proposer earns 0)
20	20	ACCEPT (You earn 20 Proposer earns 20)	REJECT (You earn 0 Proposer earns 0)
30	10	ACCEPT (You earn 30 Proposer earns 10)	REJECT (You earn 0 Proposer earns 0)
40	0	ACCEPT (You earn 40 Proposer earns 0)	REJECT (You earn 0 Proposer earns 0)

TASK 5 & 6 (THE TRUST GAME)

[NEVER CALL IT A GAME IN FRONT OF THE SUBJECTS]

[*Note to researchers: Remember that for this task both 1st Mover and 2nd Mover start with the same initial endowment.*]

This decision task is for pairs of individuals. Each pair is made up of a 1st Mover (1st Decision Maker) and a 2nd Mover (2nd Decision maker). Each of you will be randomly matched with someone *(not)* from your own village. However, none of you will know exactly with whom you are matched. Only one of us knows who is matched with whom and he/she will never tell anyone else.

For this new task we will give 40 Somoni to each 1st Mover and another 40 Somoni to each 2nd Mover. The 1st Mover then has the opportunity to give a portion of their 40 Somoni to the 2nd Mover. The 1st Mover could give 40 Somoni, or 30 Somoni, or 20 Somoni, or 10 Somoni, or nothing. *[Note: It is important to allow only 5 options for dividing the money—this is to simplify the game and to create the same focal points across sites (we can compare our results with Henrich's and Barr)]* Whatever amount the 1st Mover decides to give will be tripled by the research before it is passed on to the 2nd Mover. The 2nd mover then has the option of returning any portion of this tripled amount back to the 1st Mover.

Then, the task is over. The 1st Mover goes home with whatever he or she kept from their original 40 Somoni, plus anything returned to them by the 2nd Mover. The 2nd Mover goes home with their original 40 Somoni, plus whatever was given to them by the 1st Mover and then tripled by us, minus whatever they sent back to the 1st Mover.

Here are some examples [*you should work through these examples by having all the possibilities laid out in front of people, with the 1st Mover's options from 40 Somoni to 0 and a second column showing the effects of the tripling. As you go through each example demonstrate visually what happens to the final outcomes for each Person. Be careful to remind people that the 2nd Mover always also has the original 4 units*]:

1. Imagine that the 1st Mover gives 40 Somoni to the 2nd Mover. The researcher triples this amount, so the 2nd Mover gets 120 Somoni (3 times 40 equals 120) over and above their initial 40 Somoni . At this point, the 1st Mover has 0 Somoni and the 2nd Mover has 160 Somoni . Then the 2nd Mover has to decide whether they wish to send anything back to the 1st Mover, and if so, how much. Suppose the 2nd Mover decides to send 30 Somoni to the 1st Mover. At the end, the 1st Mover will go home with 30 Somoni and the 2nd Mover will go home with 130 Somoni .

2. Now let's try another example. Imagine that the 1st Mover gives 30 Somoni to the 2nd Mover. The researcher triples this amount, so the 2nd Mover gets 90 Somoni (3 times 30 equals 90) over and above their initial 40 Somoni. At this point, the 1st Mover has

10 Somoni and the 2nd Mover has 130 Somoni. Then the 2nd Mover has to decide whether they wish to send anything back to the 1st Mover, and if so, how much. Suppose the 2nd Mover decides to send 0 Somoni to the 1st Mover. At the end, the 1st Mover will go home with 10 Somoni and the 2nd Mover will go home with 130 Somoni.

3. Now let's try another example. Imagine that the 1st Mover gives 20 Somoni to the 2nd Mover. The researcher triples this amount, so the 2nd Mover gets 60 Somoni (3 times 20 equals 60) over and above their initial 40 Somoni. At this point, the 1st Mover has 20 Somoni and the 2nd Mover has 100 Somoni. Then the 2nd Mover has to decide whether they wish to send anything back to the 1st Mover, and if so, how much. Suppose the 2nd Mover decides to send 30 Somoni to the 1st Mover. At the end, the 1st Mover will go home with 50 Somoni and the 2nd Mover will go home with 70 Somoni.

4. Now let's try another example. Imagine that the 1st Mover gives 10 Somoni to the 2nd Mover. The researcher triples this amount, so the 2nd Mover gets 30 Somoni (3 times 10 equals 30) over and above their initial 40 Somoni. At this point, the 1st Mover has 30 Somoni and the 2nd Mover has 70 Somoni. Then the 2nd Mover has to decide whether they wish to send anything back to the 1st Mover, and if so, how much. Suppose the 2nd Mover decides to send 20 Somoni to the 1st Mover. At the end, the 1st Mover will go home with 50 Somoni and the 2nd Mover will go home with 50 Somoni.

5. Now let's try another example. Imagine that the 1st Mover gives nothing to the 2nd Mover. There is nothing for the researcher to triple. The 2nd mover has nothing to give back. The 1st Mover goes home with 40 Somoni and the 2nd Mover goes home with 40 Somoni.

We will go through more examples. Are there any questions?

6. Imagine that 1st Mover gives 40 Somoni to 2nd Mover. The researcher triples this amount, so 2nd Mover gets 120 Somoni (3 times 40 equals 120) over and above their initial 40 Somoni. At this point, 1st Mover has nothing and 2nd Mover has 160 tokens. Then 2nd Mover has to decide whether they wish to give anything back to 1st Mover, and if so, how much. Suppose 2nd Mover decides to return 60 Somoni to 1st Mover. At the end, 1st Mover will go home with 60 Somoni and 2nd Mover will go home with 100 Somoni.

7. Now let's try another example. Imagine that 1st Mover gives 30 Somoni to 2nd Mover. The researcher triples this amount, so 2nd Mover gets 90 Somoni (3 times 30 equals 90) over and above their initial 40 Somoni. At this point, 1st Mover has 10 Somoni and 2nd Mover has 130 Somoni. Then 2nd Mover has to decide whether they wish to give anything back to 1st Mover, and if so, how much. Suppose 2nd Mover decides to return 90 Somoni to 1st Mover. At the end, 1st Mover will go home with 100 Somoni and 2nd Mover will go home with 40 Somoni.

8. Now let's try another example. Imagine that 1st Mover gives 20 Somoni to 2nd Mover. The researcher triples this amount, so 2nd Mover gets 60 Somoni (3 times 20 equals 60) over and above their initial 40 Somoni. At this point, 1st Mover has 20 Somoni and 2nd Mover has 100 Somoni. Then 2nd Mover has to decide whether they wish to give anything back to 1st Mover, and if so, how much. Suppose 2nd Mover decides to return 0 Somoni to 1st Mover. At the end, 1st Mover will go home with 20 Somoni and 2nd Mover will go home with 100 Somoni.

9. Now let's try another example. Imagine that 1st Mover gives 10 Somoni to 2nd Mover. The researcher triples this amount, so 2nd Mover gets 30 Somoni (3 times 10 equals 30) over and above their initial 40 Somoni. At this point, 1st Mover has 30 Somoni and 2nd Mover has 70 Somoni. Then 2nd Mover has to decide whether they wish to give anything back to 1st Mover, and if so, how much. Suppose 2nd Mover decides to return 20 Somoni to 1st Mover. At the end, 1st Mover will go home with 50 Somoni and 2nd Mover will go home with 50 Somoni.

10. Now let's try another example. Imagine that 1st Mover gives nothing to 2nd Mover. There is nothing for the researcher to triple. 2nd Mover has nothing to give back. 1st Mover goes home with 40 Somoni and 2nd Mover goes home with 40 Somoni.

Now, can you work through these examples for me:

11. Imagine that 1st Mover gives 30 Somoni to 2nd Mover. So, 2nd Mover gets 90 Somoni (3 times 30 equals 90) over and above their initial 40 Somoni. At this point, 1st Mover has 10 Somoni and 2nd Mover has 130 Somoni. Suppose 2nd Mover decides to return 50 Somoni to 1st Mover. At the end of the game 1st Mover will have how much? [*the initial 40 Somoni-30 Somoni (given to 2nd Mover)=10 Somoni+return from 2nd Mover of 50=60 Somoni. If they are finding it difficult, talk through the math with them and be sure to use demonstration with the actual money*]. And 2nd Mover will have how much? [*Their original 40 Somoni+90 Somoni (after the tripling of the 30 Somoni sent by 1st Mover)-50 they return to Proposer=80, if they are finding it difficult, talk through the math with them*].

12. Imagine that 1st Mover gives 10 Somoni to 2nd Mover. So 2nd Mover gets 30 Somoni (3 times 10 equals 30) over and above their initial 40 Somoni. Then, suppose that 2nd Mover decides to give 10 Somoni back to 1st Mover. At the end of the game 1st Mover will have how much? [*The initial 40 Somoni-10 Somoni (given to 2nd Mover)=30 Somoni+return from 2nd Mover of 10 Somoni=40 Somoni. If they are finding it difficult, talk through the maths with them and be sure to use demonstration with the actual money*]. And 2nd Mover will have how much? [*Their original 40 Somoni+30 Somoni (after the tripling of the 10 Somoni sent by Proposer)-10 Somoni they return to Proposer=60 Somoni, if they are finding it difficult, talk through the maths with them*].

If you are not sure that you understand this task, please raise your hand and we will help you. Do not talk to others in the room. This is important. If you talk to anyone about the task, we must disqualify you from participating.

For the next task you are the 1st Mover. If this task gets randomly chosen as the task according to which you will get paid, you will take home according to your decision in this task.

Pass out experimental form.

Please write your RANDOM number at the top of the page.

Please look at the chart below. The first column has SEND TO 2nd MOVER written on it and the second column has 2nd MOVER RECEIVES written on it.

For this task you are deciding as the 1st Mover. You must decide how much (0-40 Somoni) to send to the 2nd Mover. Please make your decision by circling amount to SEND TO 2nd MOVER. Remember that the 2nd Mover is someone from (Your TOWN/VILLAGE or NOT your TOWN/VILLAGE). Whatever you send to 2nd Mover is multiplied by 3 (In column 2).

If this task is randomly chosen, you will be paid as 1st Mover for this task. Your earnings from this task will depend on how much you keep for yourself and how much you receive from 2nd Mover.

If we roll the die and it lands on 5, you will be paid as the 1st Mover.

Another experimenter comes in and collects the form.

For the next task you are 2nd Mover. If task 5 gets randomly chosen as the task according to which you will get paid, you will take home according to your decision in this task.

Pass out experimental form.

Please write your RANDOM number at the top of the page.

Please look at the chart below. The first column has 1st MOVER OFFER TO 2nd MOVER written on it along with what 2nd MOVER GETS (multiplied by 3). For each possible offer from 1st Mover, you must decide how much to keep for yourself and how much to return to 1st Mover. Please circle the amount you want to return to 1st Mover for each possible offer. Remember that 1st Mover is someone from (Your TOWN/VILLAGE or NOT your TOWN/VILLAGE).

If this task is randomly chosen, we will be paid as 2nd Mover for this task. Your earnings from this task will depend on how much you receive from 1st Mover and how much you decide to keep from 2nd Mover (plus the initial 40 Somoni).

If we roll the die and it lands on 6, you will be paid as the 2nd Mover.

Another experimenter comes in and collects the form.

ID……

YOU ARE: 1ST MOVER	
YOU SEND TO 2ND MOVER	2ND MOVER RECEIVES
0	0
10	30
20	60
30	90
40	120

ID……

1ST MOVER		YOU: 2ND MOVER
OFFERS TO 2ND MOVER	2ND MOVER GETS	
0	0	RETURN 0
10	30	RETURN 0 10 20 30
20	60	RETURN 0 10 20 30 40 50 60
30	90	RETURN 0 10 20 30 40 50 60 70 80 90
40	120	RETURN 0 10 20 30 40 50 60 70 80 90 100 110 120

Random selection of task for pay-off

Now we must decide which of the 6 tasks will be selected for payment. We will roll a 6-sided die. The number of the die will determine which is the task for payment. Everyone in the group will be paid for the same task. [Have someone roll the die. Once the task is selected, experimenters will calculate payments. Subjects will be called one at a time for payment in an adjacent room. They will receive payment in an envelope to ensure privacy].

Saying good-bye

OK, we're done with the tasks. Thanks a lot for doing this with us! You will now have to answer a few more questions. When you are done, the assistants will take you and privately pay you in cash according to your earnings.

If, at any point in the future, you'd like to contact us or know more about this study, we have provided you with our contact information where you can reach us [copy of initial consent form].

Bye-bye!